



PR/158533 | Sales Assistant Manager (Power Transmission Product)

募集職種

人材紹介会社

ジェイエイシーリクルートメントマレーシア

求人ID

1521546

業種

その他（メーカー）

雇用形態

正社員

勤務地

マレーシア

給与

経験考慮の上、応相談

更新日

2025年02月11日 10:31

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Our client is a leading global manufacturer and developer of power transmission products, with strong market positions in premium-quality chains, power transmission units and components, automotive timing chain drive systems, and factory automation systems. They are now looking for Sales Assistant Manager to lead and drive sales growth.

Location to work: Shah Alam, Selangor

Responsibilities: -

- Develop and implement effective sales strategies to achieve company's sales goals and objectives.
- Support the sales team, providing guidance, and coaching to ensure high performance and productivity.
- Set sales targets and closely monitor the team's performance against these targets, taking appropriate actions to address any gaps.
- Identify new business opportunities and develop strategic plans to expand the customer base and increase market share.
- Build and maintain strong relationships with key clients, understanding their needs, and ensuring customer satisfaction.
- Conduct market research and analysis to identify emerging trends, customer preferences, and competitive activities, providing valuable insights to the sales team.
- Collaborate with other departments, such as marketing and product development, to align sales strategies with overall

company objectives.

- Monitor and report on sales activities, performance, and market trends to senior management, providing regular updates and recommendations.
- Stay updated on industry developments and best practices, continuously enhancing knowledge and skills to maintain a competitive edge.
- Foster a positive and high-performing sales culture, promoting teamwork, collaboration, and a customer-centric approach within the sales team.

Requirements:

- Bachelor's degree in mechanical engineering, or a related field.
- Proven track record of success in sales, with a minimum of 3-5 years of experience in a similar senior sales executive role.
- Excellent leadership and people management skills, with the ability to motivate and inspire a sales team.
- Strong business acumen and strategic thinking, with the ability to analyse market trends and make data-driven decisions.
- Exceptional communication and negotiation skills, with the ability to build and maintain relationships with clients at various levels.
- Results-oriented mindset, with a demonstrated ability to meet or exceed sales targets and drive revenue growth.
- In-depth knowledge of the industry, market dynamics, and competitor landscape.

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会社説明